

Global Tender Manager - Internet Giants

[Apply Now](#)

Company: Schneider Electric

Location: Netherlands

Category: other-general

During the pre-tender stage and with the support of the account team, global tech leader and other: Ensure Schneider Electric is qualified as main vendor by customer. Help setting up master supply/purchase agreement with the account Promote, influence, prescribe Schneider Electric technology & value-add to maximize chance of success during tender stage. Manage the pipeline of opportunities to be tendered with the account and ensure with relevant internal stakeholders that Schneider Electric has the right capacity/competency to meet the demand During the tender stage, Be the single point of contact to the account team and customer during the offer preparation and ensure the offer gets submitted before customer deadline while meeting company project processes. Contribute to the tender strategy definition with the account team, define the tendering team (local/regional/global) as well as the tender budget and get it approved during the Opportunity Steering Committee Be accountable for executing the tender strategy of the portfolio of opportunities of your VIP customer. With the support of the global technical leader, ensure the commercial and technical solution offered meets customer key success criteria (price, lead time, consistency with previous offers) while addressing local specificities (tax, local regulations....) Ensure lessons learned gathered from previous tender/project are implemented With the support of the Subject Matters Experts (Finance, Contract mgt, Tax,) oversee the position to be taken on a contractual, tax, finance aspects. Lead / oversee the overall risk assessment & mitigation plans. Remain in constant communication with the account team to make sure the offer being prepared meets key success criteria Lead the internal tender review and internal approval process before submitting the offer to customer After submission of the offer:

Support the account team during negotiations with customer. Strive to reach mutual agreement during negotiation with customer while remaining in the approved mandate defined during the internal tender review/approval gate. Before signing customer purchase order, ensure it falls under the pre-approved mandate. If not, assess gaps and seek approval/re-negotiate with customer. Lead the transfer to execution. Preferred University master's degree (Engineering and/or Business). Fluent in English and other languages are a plus. Minimum 5 years in Solution Tendering &/or Customer project environment, with experience in complex tender / projects. 5 years successful experience in project team management (functional management), remote project team management is a plus. Experience in Datacenter environment is a strong plus. Proven ability to lead functional and remote team including various profiles (Local TM, Contract, Technical, SMEs...) Ability to understand, influence & convince in a complex matrixial environment. Aptitude to withstand time pressure and stress while keeping high performance level. Ability to learn from others, share her/his knowledge, coach others and collaborate efficiently. Let us learn about you! Apply today. #LI-WJ1

[Apply Now](#)

Cross References and Citations:

1. [Global Tender Manager - Internet Giants Amsterdamjobs](#) [Jobs Netherlands](#) [Amsterdamjobs](#) ↗
2. [Global Tender Manager - Internet Giants Ceojobs](#) [Jobs Netherlands](#) [Ceojobs](#) ↗
3. [Global Tender Manager - Internet Giants Financialjobs](#) [Jobs Netherlands](#) [Financialjobs](#) ↗
4. [Global Tender Manager - Internet Giants Counselorjobs](#) [Jobs Netherlands](#) [Counselorjobs](#) ↗
5. [Global Tender Manager - Internet Giants Searchukjobs](#) [Jobs Netherlands](#) [Searchukjobs](#) ↗
6. [Global Tender Manager - Internet Giants Statisticsjobs](#) [Jobs Netherlands](#) [Statisticsjobs](#) ↗

7. **Global Tender Manager - Internet Giants Insurancejobs Jobs Netherlands Insurancejobs ↗**
8. **Global Tender Manager - Internet Giants SocialworkjobsJobs Netherlands Socialworkjobs↗**
9. **Global Tender Manager - Internet Giants Androidjobs Jobs Netherlands Androidjobs ↗**
10. **Global Tender Manager - Internet Giants Technologyjobs Jobs Netherlands Technologyjobs ↗**
11. **Global Tender Manager - Internet Giants Orthopedicjobs Jobs Netherlands Orthopedicjobs ↗**
12. **Global Tender Manager - Internet Giants Findjobshiringnearme Jobs Netherlands Findjobshiringnearme ↗**
13. **Global Tender Manager - Internet Giants Taiwanjobs Jobs Netherlands Taiwanjobs ↗**
14. **Global Tender Manager - Internet Giants Contentwriterjobs Jobs Netherlands Contentwriterjobs ↗**
15. **Global Tender Manager - Internet Giants Jobscanada Jobs Netherlands Jobscanada ↗**
16. **Global Tender Manager - Internet Giants JobscareerscentralJobs Netherlands Jobscareerscentral↗**
17. **Global Tender Manager - Internet Giants EntertainmentjobsnearmeJobs Netherlands Entertainmentjobsnearme↗**
18. **Global Tender Manager - Internet Giants Indonesiajobs Jobs Netherlands Indonesiajobs ↗**
19. **Global tender manager - internet giants Jobs Netherlands ↗**
20. **AMP Version of Global tender manager - internet giants ↗**
21. **Global tender manager - internet giants Netherlands Jobs ↗**
22. **Global tender manager - internet giants JobsNetherlands ↗**
23. **Global tender manager - internet giants Job Search ↗**
24. **Global tender manager - internet giants Search ↗**
25. **Global tender manager - internet giants Find Jobs ↗**

